DCS & Labeling Worldwide

OEM Newsletter

Wide-Web, High-Resolution Now Available from SATO

With the introduction of the M8465S*e* OEM print engine last October, SATO can now provide you and your customers with a 305dpi, wide-web print engine option. Based on the popular M8460S*e* (203dpi) wide-web print engine, the M8465S*e* offers you and your customers a new option in the reliable and robust design of SATO's industry-leading S*e* Series print engines.

Offering a maximum print width of 6" wide with an overall media width of 6.5" maximum, the M8465S*e* is the perfect choice for high-resolution printing when your print apply applications require a label wider than the 4.4" maximum of the M8490S*e*. Additionally, with its 16MB of standard RAM and 32-bit RISC processor, the M8465S*e* is ideally suited for applications involving data-intensive label formats, True Type fonts and/or graphics.

The new M8465S*e* incorporates the convenience of SATO's popular plug-in style interfaces already used on SATO's other print engine products and many desktop printers. Interface availability includes your choice of RS232 serial, RS422/485 serial, IEEE1284 parallel, USB, wired Ethernet or wireless 802.11g. Additionally, the printer is available in both standard and opposite hand orientations.

The following table provides a quick look at the M8465S*e* basic specifications.

QUICK SPECS	
Print Method	Thermal Transfer/Direct Thermal
Print Resolution	305 dpi (12dots/mm)
Print Speed	Up to 8"/s (250mm/s)
Max. Print Area	6" (152mm) W x 32.8" (833mm)L
Media Size	Max.: 6.5" (165mm) W Min.: 2" (53mm) W x 0.6" (15mm)L
Ribbon Size	2" (53mm) – 6.5" (165mm) W x 1,968' L Coated Side In

The M8465S*e* datasheet can be found on the SATO America website at:
http://www.satoamerica.com/M8465SeDatasheet

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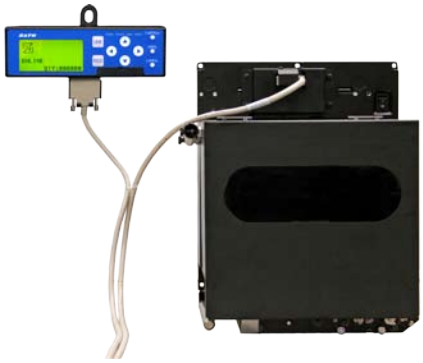
M8485Se: "Reports of My Death Have Been Greatly Exaggerated"

Barely a week goes by without an end user or reseller calling to confirm if the M8485*Se* really is obsolete as they were told by a salesperson or technician. Let this be the final word regarding this issue:

The M8485*Se*, M8490*Se*, M8459*Se*, M8460*Se* and M8465*Se* are NOT obsolete. SATO America has NOT announced the obsolescence of these products and, in fact, has NO plans at this time to discontinue the manufacturing of these products.



Remote Operator Interface Kit for S84 Print Engines

The remote operator interface kit for the S84 Series print engines is now available and ready for shipment. The kit includes a cable, a cover plate for the printer and a connector plate for the back of the display. This option allows the current user interface to be removed from the printer and mounted up to 3 meters away. A perfect solution when the printer is difficult to access during normal operation.

The part number for the Remote Operator Interface Kit is WWS845900. MSRP is $325 each.

Did You Know...

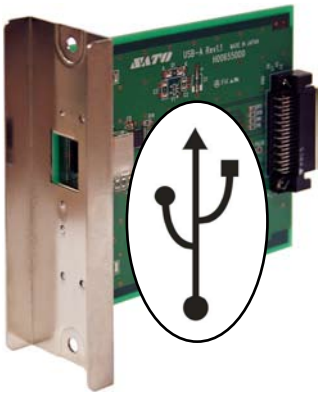
…all SATO print engines now include a new "cancel print job" feature. When you select YES in the CANCEL PRINT JOB menu, the printer now asks if you want to cancel only the current print job or all the print jobs. The benefit of this new feature is for users that wish to load multiple print jobs with fixed quantities in the order of planned production. When the first product is completed, the user can now delete the remainder of the labels for that current product only and the printer will load the next print job from the buffer.

In the Se series print engines users can reach the cancel function by going OFFLINE, pressing the LINE and FEED keys at the same time to reach the USER MODE menu, and then pressing the FEED key until they reach the CANCEL PRINT JOB menu.

In the S84 series and Lt408 print engines there is a CANCEL button on the user interface panel. While OFFLINE, the CANCEL button can be pressed to reach the CANCEL PRINT JOB menu.

USB is Back…and Better Than Ever

As computers and laptops continue to shun parallel and serial ports in favor of more USB ports, we have seen an increased demand for USB ports even on print engines. While USB ports may not be ideally suited for the industrial environments print apply systems call home, the reality is that USB is often the only "local" interface choice available. Point-to-point Ethernet communication is an option, but many people are still "intimidated" by Ethernet and wireless communication options.



I'm happy to report the plug-in USB interface port for SATO *Se* Series, S84 Series and Lt408 print engines is once again available as a factory-installed option. When coupled with the proper printer firmware these USB ports are now Plug-N-Play compatible. A Windows® operating system will now recognize the SATO USB card just as it would any office peripheral with a USB port, making set-up quick and easy. Because the USB port must be used with USB Plug-N-Play compatible firmware, the port is only being offered as a factory-installed option on new print engine orders.

Print Head/Platen Convenience Packs

One of the key serviceability features of the SATO Lt408 and S84 Series print engines is the quick and easy replacement of both the print head and the platen roller. Now, to make it even easier, we've combined these parts into a single, easy to order, convenience pack. These new convenience packs encourage technicians and users to replace the print head and platen roller at the same time, ensuring the customer continues to enjoy the best print quality possible.

The Print Head/Platen Roller Convenience Packs are available as follows:

Part #	Description	MSRP
14S000157	S8408 (203dpi) Print Head/Platen Roller Conv. Pack	$635
14S000158	S8412 (305dpi) Print Head/Platen Roller Conv. Pack	$805
14S000159	S8424 (609dpi) Print Head/Platen Roller Conv. Pack	$1,305
14S000160	Lt408 Print Head/Platen Roller Conv. Pack	$572

S8424 Making its Mark

The S8424, 609dpi print engine has found a successful niche in several key vertical markets. Most notably its success has been in the pharmaceutical, biologics and medical device markets for labeling vials, ampules and unit dose packages. We've also seen some success in the auto parts market for labeling small parts. These markets all require the use of small labels (less than 2" x 2") with relatively large amounts of information printed in small point fonts. The 609 dpi printer provides an increased level of print clarity on these small labels.

Of course, these aren't the only markets suitable for 609 dpi print and apply systems. Walk through a Home Depot or Lowe's and see the number of small labels being applied to nearly everything from small screw packs to plumbing components to electrical parts.

The small but growing demand for 609dpi print and apply systems is definitely out there. If you have customers in these vertical markets or other markets that use small labels, be sure to introduce them to the SATO S8424 print engine.

Focus on SBPL: Circles

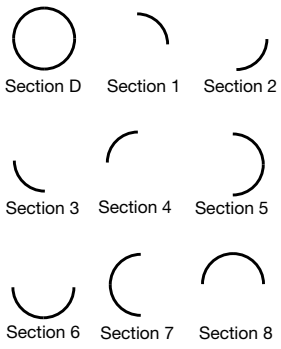
A new SATO Barcode Printer Language command for the Lt408 and S84 Series print engines provides the ability to print circles and portions of circles. Prior to this command circles had to be printed as graphics. With this new command you can easily bring attention to a certain element of a label by placing that element within a printed circle. For example, perhaps a bin location or sort number needs to stand out for manual handling of the product later in the supply chain. That number will be easier for the user to identify if highlighted within a printed circle.

The SBPL code for creating a circle is as follows:

<ESC>FC,aaa,bbb,c,d

aaa = Radius (5 to 999 dots)
bbb = Line Width (1 to 999 dots)
c = Section Number (0 to 8)
d = Pattern (0 to 3)
0 = Solid Black Line
1 = Gray 1
2 = Gray 2
3 = Gray 3

Section Number Detail:



Example Code:
<ESC>A
<ESC>H200<ESC>V200<ESC>FC,100,8,0,0
<ESC>Q1
<ESC>Z

For more information see the E+ Programming Reference available on the SATO America website.

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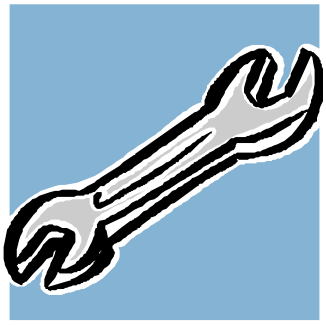
SATO Service Training



The remaining OEM print engine service training dates for 2008 are

November 17-19

The OEM print engine course has been expanded to 3 days and now covers the Lt408 and S84 series engines in addition to the Se Series OEM print engines. All service training takes place at SATO America's Charlotte, NC headquarters. In addition to a general print engine overview, you should be prepared for detailed instruction on print engine configurations, electrical checks and adjustments, mechanical adjustments, parts replacement procedures and interface specifications.

OEM print engine training dates fall on Monday through Wednesday. Desktop printer training is conducted on the preceding Wednesday through Friday.

For more detailed information including costs, course outline and online registration form, please visit
www.satoamerica.com/cms/Service+Training/358.html
or contact Kevin Boger at
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